

Message Text

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PAGE 01 KIGALI 00975 130839Z
ACTION AF-08

INFO OCT-01 ISO-00 OPIC-03 EB-07 COME-00 TRSE-00 AID-05
XMB-02 CIAE-00 INR-07 NSAE-00 /033 W
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FM AMEMBASSY KIGALI
TO SECSTATE WASHDC 4429

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E.O. 11652: N/A
TAGS: EINV, RW
SUBJECT: TEA PROJECT

REF: (A) KIGALI 866; (B) STATE 283654; (C) KIGALI 883; (D) KIGALI 904

1. FOLLOWING WERTHEIM/ARCHER EXCHANGES (REFTELS) ON MARKETING ISSUE DISCUSSED DURING BOARD OF DIRECTORS MEETING. ARCHER REVIEWED PROJECT STATUS WITH WERTHEIM BY PHONE FROM NAIROBI. FYI ONLY, SUBSEQUENT TELEX FROM TEA IMPORTERS TO ARCHER SUGGESTS WERTHEIM STILL DEEPLY INTERESTED IN AND COMMITTED TO PROJECT. HE SUGGESTED TO ARCHER THAT IF GIVING UP MARKETING ONLY WAY TO SECURE DEFINITE GOR COMMITMENT MOVE FORWARD, THIS BE DONE. (END FYI). ARCHER ATTEMPTING MEET WITH OCIR/THE DIRGEN RIBANJE THIS WEEK TO SECURE FINAL SETTLEMENT ON MARKETING ISSUE. POINTS RAISED BY BIRARA (REF C) AND PARTIALLY ACCEPTED BY BOARD (REF D) APPEAR ACCEPTABLE TO WERTHEIM, AND ARCHER OPTIMISTIC THESE PROBLEMS WILL BE SOLVED IN IMMEDIATE FUTURE.
 2. FACTORY SITE CLEARING HAS BEEN COMPLETED AND LEVELING IN PROGRESS FOR MANAGER'S HOUSE AND OTHER BUILDINGS. ARCHER STATES STRUCTURAL STEEL FABRICATION NEARLY COMPLETED IN NAIROBI, WITH SHIPMENT EXPECTED SOON.
 3. NEWS OF MATERIALS ACQUISITION AND PROGRESS ON SITE PREPARATION COMBINED WITH WERTHEIM WILLINGNESS TO SACRIFICE ON MARKETING IN ORDER MOVE AHEAD WITH FACTORY CONSTRUCTION SHOULD BE WELL RECEIVED BY GOR AND GO FAR IN REMOVING BELIEF IN SOME QUARTERS THAT WERTHEIM'S ONLY INTEREST IN PROJECT IS TO SECURE MARKETING RIGHTS RWANDAN TEA. WHILE
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THERE STILL SEVERAL OBSTACLES REMAINING TO FINAL

IMPLEMENTATION PROJECT AGREEMENT, ARCHER'S OPTIMISM AND
WERTHEIM'S CONTINUED FLEXIBILITY WOULD INDICATE PROJECT
MAY AT LAST BE NEARING EXECUTION STAGE. CRIGLER

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Message Attributes

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